

Terms and Conditions of Sale

Architectural Area Lighting (hereinafter, AAL) hereby gives notice of its exception to any different or additional Terms and Conditions other than as stated herein and these Terms and Conditions supersede all those published and issued previously by AAL. All sales are expressly made conditional on Buyer's consent to the following Terms and Conditions. Buyer's acceptance of the provisions of AAL's terms and conditions as recited herein shall be conclusively presumed on Buyer's receipt of the goods. These Terms and Conditions constitute the entire agreement between AAL and the Buyer, and supersede other communications between the two parties, whether written or oral.

PRICING

Refer to appropriate price schedule, unless otherwise quoted.

TERMS

AAL's terms are net 30 unless otherwise quoted or indicated on the face of AAL's invoice. Remittance address and payee is indicated on the invoice. Invoices will be dated the day of shipment. No discount on export or any special packaging charge. No discount on freight. A service charge of 1 1/2% per month or, if such rate exceeds the maximum lawful rate, the maximum lawful rate shall be assessed on all past due payments and shall be payable on demand.

QUOTATION PRICE PROTECTION

All prices shown in the price lists are subject to change without notice. All quotations on special products or modifications to catalog items are binding only if confirmed in writing by factory for the period shown on the quotation. Price protection will be provided for a period of 60 days from date of quotation from AAL.

HOLD ORDERS

Hold for release orders for a specific job will be provided price protection for 60 days from the date the order is received. Production and procurement of components will be withheld until a firm release date is given. Hold for release orders without a specified time period on a quotation will be canceled after one year from date of the order.

SALES AND SIMILAR TAXES

AAL's prices do not include Federal, State or Municipal sales, use, excise or similar taxes. Consequently, in addition to the price specified herein, the amount of any present or future sales, use, excise or other similar tax applicable to the sale or use of the equipment hereunder, shall be paid by the Buyer, or in lieu thereof, the Buyer shall provide AAL with a tax exemption certificate acceptable to the taxing authorities.

ACCEPTANCE OF ORDERS

All orders are subject to acceptance by AAL at its order receipt location and are subject to AAL's Terms and Conditions. AAL reserves the right to select its customers and reject any order. Additions to orders are allowed provided the original order has not yet been released to manufacturing. Any other terms proposed by Buyer and/or stated in a customer's purchase order are not allowed unless expressly accepted in writing. Acceptance of any order is subject to availability of product and the ability of AAL to deliver. No order received by AAL is accepted until acknowledged in writing by AAL. No order will be released until a signed approved drawing, or written waiver of approval by the customer is received by AAL. However, for selected fixtures, a record only drawing will be faxed to the representative by AAL. An order will not be released unless all information needed to manufacture is received including color, voltage, etc. Orders will be billed at prices in effect at time of shipment

unless otherwise agreed. We reserve the right to refuse to make direct shipments to destinations outside the customer's normal trading area. Buyers placing orders who are not appointed to purchase and sell AAL products will be referred to the closest appointed stocking distributor in their area.

DELAY

AAL will use reasonable efforts to meet shipment or delivery dates specified by AAL, but such dates are estimates only. AAL will not be liable for any delay or non-delivery in shipping for any reason, but not limited to delay or non-delivery caused directly or indirectly by Acts of God, fire, flood, strike or lockout or other labor dispute, accident, civil commotion, riot, war, governmental regulation or order, whether or not it later proves to be invalid, or from any other cause or causes (whether or not similar to any of the foregoing) beyond AAL's control. In no case will AAL be liable for loss of profits or any indirect, special, incidental, multiple, punitive or consequential damages on account of any delay in delivery or non-delivery whether or not excused hereunder.

SHIPPING DEFERMENT

Buyer requests for shipping deferment must be approved by AAL and are subject to price negotiation.

LIMITED WARRANTY AND LIMITATION OF LIABILITY

MATERIAL: When properly installed pursuant to the written specifications, labels and other written instructions of AAL, and compliant with local and/or national codes, under normal conditions of use, AAL warrants all products sold by it to be merchantable (as such term is defined in the Uniform Commercial Code) and to be free from defects in material and workmanship for a period of 3 years (unless otherwise specified in writing by AAL) from date of shipment. Buyer must notify AAL promptly of any claim under this warranty. The Buyer's exclusive remedy for breach of the warranty shall be the repair or replacement, F.O.B. factory, at AAL's option, of any product defective under the warranty, which is returned to AAL within one year from the date of shipment, except as noted below or otherwise specified in writing by AAL. **NO OTHER WARRANTY, WHETHER EXPRESSED OR ARISING BY OPERATION, COURSE OF DEALING, USAGE OR TRADE OR OTHERWISE IMPLIED, SHALL EXIST IN CONNECTION WITH AAL'S PRODUCTS OR ANY SALE OR USE THEREOF.** AAL's warranty shall extend only to the first Buyer of a product from AAL, from AAL's Buyer, or from an original equipment manufacturer reselling AAL's product, and is non-assignable and non-transferable and shall be of no force and effect if asserted by any person other than such first Buyer. This warranty excludes ballasts and buyer agrees to make all claims regarding defects or deficiencies therefore according to the warranty of the manufacturer thereof as its sole source of recourse or compensation.

EXCLUSIONS: This warranty does not apply to and AAL shall have no liability for any failure of the products or damage due to: (i) inadequate or improper installation, overloading, misuse, abuse, accident or neglect; (ii) alterations, modifications, misapplication or repairs made to the products by Buyer or others; (iii) fatigue failure or similar phenomena resulting from induced vibrations, harmonic oscillation or resonance associated with movement of air currents around the product; (iv) structural defects in or damage to any property. If the products are used on existing foundations or anchorages, the Buyer assumes all responsibility for the structural integrity of existing foundations, anchorage or structures and all consequences arising from their use. Further, this warranty does not include reimbursement for the expenses of labor, transportation, removal or reinstallation of the products.

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APPLICATION: AAL does not warrant the accuracy of and results from product or system performance recommendations resulting from any engineering analysis or study. This applies regardless of whether a charge is made for the recommendation, or if it is provided free of charge. Responsibility for selection of the proper product or application rests solely with the Buyer. In the event that errors or inaccuracies are determined to be caused by AAL, its liability will be limited to the reperformance of any such analysis or study.

LIMITATION OF LIABILITY: IN NO EVENT, WHETHER AS A RESULT OF A BREACH OF CONTRACT, TORT, STRICT LIABILITY, WARRANTY OR ALLEGED NEGLIGENCE, SHALL AAL BE LIABLE FOR ANY INDIRECT, SPECIAL, INCIDENTAL, MULTIPLE, PUNITIVE OR CONSEQUENTIAL DAMAGES INCLUDING, BUT NOT LIMITED TO, LOSS OF PROFITS OR REVENUE, LOSS OF USE OF THE EQUIPMENT OR ANY ASSOCIATED EQUIPMENT, LOSS OF CAPITAL, COST OF SUBSTITUTE EQUIPMENT, FACILITIES OR SERVICES, DOWNTIME COSTS, OR DELAY OR FAILURE TO PERFORM THIS WARRANTY OBLIGATION, OR CLAIMS OF THIRD PARTIES AGAINST BUYER, ARISING OUT OF OR IN CONNECTION WITH THE SALE, INSTALLATION, USE OF, INABILITY TO USE, OR THE REPAIR OR REPLACEMENT OF AAL'S PRODUCTS. IN NO EVENT SHALL AAL'S TOTAL LIABILITY FOR ANY REASON ARISING HEREUNDER EXCEED THE PURCHASE PRICE PAID TO AAL FOR THE PRODUCT PURCHASED BY BUYER HEREUNDER.

Any claim by Buyer for breach of the foregoing warranty shall be deemed waived by Buyer unless submitted to AAL in writing within thirty (30) days from the date Buyer discovered, or by reasonable inspection should have discovered the alleged breach. Any cause of action for breach of the foregoing warranty shall be brought within one year after the cause of action has accrued.

NOTE: Catalog pages are for reference only. Specifications and dimensions may change without notice.

FREIGHT ALLOWANCE AND F.O.B. POINT

All sales are F.O.B. shipping point. Risk of loss and title of goods shall pass to Buyer upon delivery to the designated carrier. Freight is prepaid and allowed on all shipments of products, except parts and concrete bollards, with a net order value of \$3,000 and above to destinations within the contiguous United States. Freight costs for concrete bollards will be added to the invoice by AAL. Actual freight costs are subject to change. Shipments to Alaska and Hawaii will be made to the nearest ports of embarkation in the continental U.S. as prepaid to such points. Consult factories for applicable Terms and Conditions outside the contiguous United States.

AAL reserves the right to select carrier, routing and method of transportation via least expensive surface route within the contiguous United States. Buyer will assume all charges for transportation specified via more expensive means such as flatbed trailers, dedicated trucks, and other premium services. Multiple deliveries for released portions of orders are routed considering the shortest length of haul. Acceptance of a specified routing does not constitute a guarantee of ship date, transit time or arrival date.

AAL reserves the right to ship all prepaid orders in one complete shipment. Partial shipments may be made at our discretion. AAL will not be responsible for any cartage or storage charges at destination.

AAL's responsibility for exception-free delivery ceases when the transportation company receives shipment in good condition. Claims for loss or damage must be reported directly to the carrier. AAL's willingness to assist does not indicate liability for claim or replacement. All other charges and services provided by the carrier at the consignee's request including but not limited to redelivery or reconsignment are the responsibility of the customer.

PARTIAL RELEASE

Should the Buyer wish any alternative freight arrangements including, but not limited to, partial shipments, special carriers or expedited freight, the Buyer will be responsible for any additional freight charges incurred. AAL will, upon request, make partial shipments of anchor bolts and templates on a prepaid basis providing the original order qualified for freight allowance and will ship the balance of the material on any given order upon completion of that order. Please contact AAL directly with any questions regarding our partial release policy.

BACK ORDERS

Back orders that are the responsibility of AAL will be shipped F.O.B. factory or point of shipment with freight prepaid and allowed via the most cost effective method, providing the original order qualified for freight allowance.

WILL CALL

All orders entered for Will-Call and not picked up within five days will be shipped to Buyer and appropriate freight and handling charges applied.

MINIMUM BILLING

Standard Orders - \$100 net per order.

Parts - \$100 net per order.

Replacement parts qualify for maximum 10% commission.

CANCELLATIONS

Stock Product - Buyer may cancel orders with written notice to AAL subject to the following conditions and with AAL's written consent. For current stocked product the buyer shall accept delivery of and pay for at the agreed upon prices all products which are released and/or allocated for this order. AAL will always try to accommodate requests for cancellations but cannot guarantee stoppage of shipment for stocked product. If an order for stocked product is stopped after picking and prior to shipment buyer shall pay any costs associated with this order. If a cancellation request is received and the order cannot be stopped the product can be returned according to terms as outlined in the Return Goods Policy section.

Non-Stock Product - Cancellation of non-stock product may be made only if no work has been performed and no material purchased. If work has been performed any costs incurred will be charged to the customer, which may include a cancellation charge up to the price of the product. Upon cancellation, Buyer owned materials will be disposed of by the seller at its discretion.

Terms and Conditions of Sale

RETURNED GOODS

GENERAL CONDITIONS applying to all transactions:

1. Merchandise is not returnable without the written consent of AAL.
2. Request for permission to return merchandise must be made in writing within 90 days from date of shipment and expires 90 days after receipt except defective products, and Buyer must provide original AAL invoice number.
3. All returned goods must be in excellent, resalable condition and packaged in the original carton. Products will be inspected upon return and any service or repair needed to place them in first class, saleable condition will be charged and added to the restocking charge. A 50% minimum restocking charge on standard product will be deducted from all credits issued on authorized standard product returns. Credit will be issued for only the actual quantity received and will be based on original invoice, or price in effect at the time of the return shipment, whichever is lower.
4. Return Materials Authorization (RMA) form, supplied by AAL must accompany the return shipment.
5. Return freight must be prepaid. Material must be received by AAL within ninety (90) days of issuance of RMA and must be nondiscontinued product.
6. Net value of the return must not be less than \$250.
7. AAL reserves the right to deduct for any damage sustained in transit.
8. Unauthorized returns will be refused. Items returned without proper authorization from AAL will, at the sole option of AAL, be returned to Buyer freight collect, or scrapped immediately with no issuance of credit. Unauthorized material included in a return will not be credited. Disposition of these items is left up to AAL. All non-stocking, special or custom made product is not returnable.
9. If the return of goods is made necessary through any fault of AAL and permission is granted for its return, AAL will give full credit including all transportation charges if returned per transportation routing instructions on the RMA.
10. The Buyer shall remain absolutely liable for the purchase price of all merchandise, and AAL will not be bound by terms and conditions imposed by any third party.

PRODUCT SPECIFICATION

AAL reserves the right to discontinue items, modify designs, and change specifications or prices without incurring any liability. Discontinued fixtures if ordered may not be returned for credit.

INVOICING

All invoices are due and payable per the standard terms stated herein. Buyer shall be liable for legal fees incurred by AAL to collect past due amounts. In the case of an apparent discrepancy in a line item charge, the Buyer is obligated to advise AAL Customer Service in writing of the nature of the claimed discrepancy within five (5) days of receipt of the invoice. This includes all requests for proof of delivery. A claim of discrepancy does not relieve Buyer of the absolute obligation to pay the remaining balance of the invoice in accordance with the standard terms of payment. AAL, after review, will have sole discretion to resolve the discrepancy; and the Buyer expressly agrees to abide by AAL's decision. AAL will promptly advise Buyer of its decision regarding any disputed items or charges.

CONFIDENTIALITY

Buyer agrees that all information furnished by AAL in connection with the sale of items will be confidential. The Buyer agrees not to disclose any such information to any other person, or use such information for any purposes other than performance hereunder.

OSHA

AAL warrants that at time of shipment, the equipment will conform to the applicable occupational safety and health standards promulgated pursuant to the Federal Occupational Safety and Health Act of 1970, which are in effect on the date that AAL enters its acknowledgement of Buyer's order. The Buyer's exclusive remedy and AAL's liability for breach of this warranty is limited to replacement of the nonconforming equipment.

FAIR LABOR STANDARDS ACT AS AMENDED

AAL represents that any goods to be delivered hereunder will be produced in compliance with the requirements of the Fair Labor Standards Act of 1938, as amended.

EXPORT REGULATIONS/PERMITS

Buyer will comply with the provisions of the United States Government's Export Administration regulations and related documentation requirements and internal control procedures. Buyer shall be responsible for obtaining any necessary export or import licenses and permits.

GENERAL

Any assignment of rights hereunder by Buyer without the prior written consent of AAL shall be void. No waiver by AAL or any default shall operate as a waiver of any other default or of the same default on a future occasion. AAL shall have the right to credit toward the payment of any monies that may become due from Buyer, any amounts that may now or hereafter be owed by Buyer under this or any other agreement or transaction between AAL and Buyer. If any provision of this agreement is found to be invalid or unenforceable in any respect, the validity and enforceability of the remaining provisions shall not be affected. All clerical errors are subject to correction. The construction, interpretation and performance of AAL and Buyer hereunder and all transactions hereunder shall be governed in accordance with the laws of the State of California. Venue for any litigation arising hereunder shall lie exclusively in the State and Federal Courts of California.

Effective February 20, 2010

Color & Ordering Information

STANDARD COLOR INFORMATION

* Standard paint finish is a TGIC super polyester powder coat applied over a polychrome primer.

* The thirteen colors listed below are AAL standard colors available on luminaires and poles at no extra charge.

| | |
|------------|------------------|
| AWT | arctic white |
| BLK | black |
| MTB | matte black |
| DGN | dark green |
| DBZ | dark bronze |
| WRZ | weathered bronze |
| BRM | metallic bronze |
| VBL | verde blue |
| CRT | corten |
| MAL | matte aluminum |
| MDG | medium grey |
| ATG | antique green |
| LGY | light warm grey |

RAL AND PREMIUM COLORS

* Colors match RAL's Color System and Premium colors match AAL's reference chip. RAL Colors is an international color matching system and typically more cost effective for small quantities. For orders less than \$50,000, RAL and Premium colors are available for a set up charge per color. Larger quantities may require an additional cost to cover the cost of the powder.

| | Price B | Price A |
|---|----------|----------|
| RAL/PREM COLOR (commissioned) set up charge | \$755.88 | \$675.00 |

CUSTOM COLORS

* Custom color matches for powder coat finishes are a per color setup charge. For quotes over \$50,000, call for a quotation as the cost may be higher due to the color pigmentation or volume of material required.

| | Price B | Price A |
|---|------------|------------|
| CUSTOM COLOR (commissioned) set up charge | \$1,231.80 | \$1,100.00 |

ORDERING INFORMATION

* All fixture types require complete information such as ballast type and color. All fixtures are shipped with multitap ballasts when available and prewired at the factory for 277 volts.

* When ordering a luminaire, arm and pole combination, we will configure the necessary hardware and mounting accessories for the specific combination. We will also determine the proper mounting bolts required. When ordering a pole with a decorative base, you must indicate the base style, the pole type and overall height.—

HOLD FOR RELEASE ORDERS

* Hold orders will not be acknowledged until the necessary information is received.

* Lamp/Ballast type

* Color (if standard).

RELEASED ORDERS

* Standard products can be released without signed approvals. Products with special drawing numbers and custom products require an approved submittal before the order can be released.